Avoid These Common Mistakes: What Trips New Agents Up (and How to Stay on Track)

You don't need to be perfect to succeed — but steering clear of these early pitfalls can save you time, money, and frustration.

❌ **Mistake #1: Waiting for "Perfect" Readiness**
Some agents never start because they feel like they don't know enough yet. Truth is, no one feels fully ready — and the best learning happens while you're in motion.

✅ *Start with what you know, lean on the script, and ask questions when you get stuck.*

❌ **Mistake #2: Ignoring the Script**
Winging it might feel more natural, but scripts exist for a reason — they keep you on track and focused on value, not just features.

✅ *Practice until the words sound like your own. Then follow the flow.*

❌ **Mistake #3: Overexplaining the Product**
Clients don't need an insurance degree — they need peace of mind. Overexplaining can confuse them and kill the sale.

✅ *Sell the solution, not the specs. Focus on how it helps them.*

❌ **Mistake #4: Not Following Up**
Many new agents forget (or fear) to follow up. But most sales happen on the 2nd or 3rd touch — not the first.

✅ *Set reminders, follow up respectfully, and don't assume "not now" means "never."*

❌ **Mistake #5: Focusing Only on Leads**
Leads are fuel, but not a business plan. Relying only on leads without building skill, confidence, or momentum can lead to burnout.

✅ *Use leads wisely — but also build habits, learn your script, and build real conversations.*

❌ **Mistake #6: Treating This Like a Job, Not a Business**
Clocking in and out like an employee mindset won't get you far here. You're building something bigger — and that takes initiative.

✅ *Own your schedule. Track your numbers. Learn from each day.*

Want to talk through a challenge or roadblock?
📅 Book a Mentorship Call